

TOTAL INCOME AND EXPENSE										PAGE 3
NAME OF ACCOUNT	ACCT. NO.	(1) VEHICLE DEPARTMENT		(4) SERVICE DEPARTMENT		(5) BODY SHOP DEPARTMENT		(6) PARTS & ACCESS. DEPARTMENT		
		MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	
TOTAL SALES		917,105	1,158,719	38,256	479,511			48,051	505,152	
TOTAL OPER. PROFIT		192,873	221,043	21,467	276,399			15,153	166,578	
OPERATING EXPENSES										
Sales Commission	7000	21,426	22,481	1,100	33,104			1,600	17,399	
Supermarket Commission	7010	24,623	32,133	5,400	62,150			2,760	29,343	
Utilities Expense	7020									
Fin. Inc. & S.C. Compensation	7030	4,412	7,647							
Advertising - Departmental	7040	2,890	13,952	1,196	26,322			512	11,416	
Interest - Floor Plan	7050	9,697	8,638							
TOTAL VEHICLE EXPENSES - VEHICLE DEPT.		90,048	121,739	8,896	121,576			4,872	58,149	
OPERATING EXPENSES - SERVICE DEPT.										
Policy Administration	7110			1,28	2,361			32	1,141	
Shop Adjustments	7120									
Damage & Company Vehicles - Dept.	7140	4,917	62,580	1,476	17,138			548	6,774	
Inventory Maintenance	7150	2,117	25,503							
Personal Vehicle	7160	728	8,002	763	7,640			410	3,918	
Outside Services - Departmental	7170									
Freight	7180							378	2,328	
Supplies & Small Tools	7190	689	2,518	627	11,506			48	724	
Lumber & Utilities	7200			82	12,73			4	94	
Deer, Birds & Vehicles - Dept.	7210									
Spys, Mails, Repairs & Repairs - Dept.	7220	258	3,101	308	3,694			133	1,538	
Miscellaneous Expenses	7230							117	1,404	
Salaries & Wages	7250	12,15	14,073	2,204	27,180					
Outside Services	7280	2,222	29,286	1,905	23,655			952	11,840	
Vacation & Sick Pay	7270		5,576	1,87	3,640					
Other Personnel Expense		12,147	15,159	7,680	98,087			2,623	28,824	
TOTAL SERVICE DEPT. EXP. CURS.		102,195	136,848	17,576	219,663			7,295	8,018	
TOTAL SALES & OPER. PROF. % OF GROSS PROFIT		52.89%	61.93%	81.87%	79.42%			49.46%	52.84%	
NET IN. PROFIT (LOSS) - VEHICLE DEPT.		90,678	84,159	3,891	56,216			7,658	78,560	
OPERATING EXPENSES - BODY SHOP DEPT.										
Parts & Equipment	7400	12,057	15,752	3,730	14,850			1,979	23,745	
Salaries & Wages - Admin. & General	7410	1,810	22,930	1,551	19,634			776	9,827	
Supplies & Services	7420									
Payroll Taxes	7430	5,886	8,121	1,175	40,205			1,388	20,103	
Employee Benefits	7440	2,246	30,667	1,351	16,432			653	8,156	
Foreign Fund / Profit Sharing	7450									
Advertising - General & Institutional	7460	415	4,168	272	8,901			59	11,79	
Stationery & Office Supplies	7470	1,153	11,173	431	4,232			194	1,560	
Body Shop Services	7480	15,03	19,923	1,383	18,379			2,463	3,020	
Outside Services - General & Inst.	7490	1,1915	13,080	1,224	15,108			701	6,500	
General Vehicle - Administration	7500									
Contributions	7510	1,796	4,768	971	3,433			486	17,17	
Dues & Subscriptions	7520	237	4,027	39	1,404			20	702	
Telephone	7530	1,740	27,372	727	8,786			364	4,393	
Legal & Accounting	7540	704	8,656	518	6,227			258	3,112	
Postage	7550	746	8,150	120	1,665			110	993	
Travel & Entertainment	7560	549	7,604	284	3,111			122	1,205	
Heat, Light, Power & Water	7570	3,826	24,414	1,248	9,117			624	4,558	
Insurance - Auto, Health & Life	7580	1,663	18,770	734	8,761			324	10,50	
Insurance - Life, Health & Pension	7590	712	8,091	1,186	14,203			312	3,726	
Auto, Health, Life, Health & Insurance	7600	3,160	27,594	600	8,664			300	4,287	
Insurance - Health, Life, Health & Insurance	7610		9,047		4,258				2,128	
Insurance - Health, Life, Health & Insurance	7620	1,323	14,530							
TOTAL BODY SHOP DEPT. EXP. CURS.		66,176	75,685	20,050	237,981			11,354	13,273	
TOTAL EXPENSES - BODY SHOP DEPT.		1,480,71	2,127,707	37,626	457,644			18,445	22,074	
NET IN. PROFIT (LOSS) - BODY SHOP DEPT.		24,502	8,473	-16,159	-18,104			-7,696	-5,166	
ANALYSIS OF OPERATIONS										
		CURRENT MONTH		SAME MONTH AS PRIOR YEAR		CURRENT YEAR TO DATE		PRIOR YEAR TO DATE		
		UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	UNITS	DOLLARS	
TOTAL SALES		22	1,169,918	103		144	1,559,663	217		
SALES - VEHICLE DEPT.		22	1,169,918	103		144	1,559,663	217		
SALES - SERVICE DEPT.										
SALES - BODY SHOP DEPT.										
TOTAL OPER. PROFIT		72	192,873	131		101	221,043	141		
OPER. PROFIT - VEHICLE DEPT.										
OPER. PROFIT - SERVICE DEPT.										
OPER. PROFIT - BODY SHOP DEPT.										
TOTAL EXPENSES			2,127,707				2,127,707			
EXPENSES - VEHICLE DEPT.										
EXPENSES - SERVICE DEPT.										
EXPENSES - BODY SHOP DEPT.										
TOTAL NET INCOME			192,873				221,043			
NET INCOME - VEHICLE DEPT.										
NET INCOME - SERVICE DEPT.										
NET INCOME - BODY SHOP DEPT.										
VEHICLE TRADE-IN SUMMARY										
Trade-In Method										
Trade-In Sales										
Trade-In Gross										
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Trade-In Total										
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CURRENT MONTH				DEPARTMENTAL SALES GROSS PROFIT				YEAR TO DATE			
LINE	DATE	SALES	PROFIT	LINE	DATE	SALES	PROFIT	LINE	DATE	SALES	PROFIT
1	1	22078	2701	2701							
2											
3	1	21895	989	989							
4	2	33735	3105	1553							
5	2	52750	2863	1432							
6											
7	5	130458	9658	1610							
8											
9											
10											
11		1800	1320	220							
12	6		3387	565							
13											
14											
15		1800	4707	785							
16	16	333448	800	50							
17	22	465706	15165	689							
18											
19											
20											
21											
22											
23											
24											
25											
26											
27	22	465706	15165	689							
28											
29	52	796274	168200	3235							
30											
31	20	83050									
32			7635	106							
33	35	37781	16972	485							
34	51		22842	448							
35											
36											
37											
38											
39											
40											
41											
42	72	917105	192873	2679							
43	94	1382811	208038	2213							
44											
45	46	10089	6928	68.7							
46	73	9847	3036	55.6							
47	65	2918	656	22.5							
48	184	18954	11420	50.6							
49											
50	33	9197	6520	70.9							
51											
52	77	6101	3940	64.6							
53	110	15298	10460	68.4							
54	14	983	733	74.4							
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